



Manufacturers of Fine Hospitality Furniture

# 2013 Product Catalog



**AAI**  
AMERICAN ATELIER, INC.

2132 Downyflake Lane  
Allentown, PA 18103  
[aaihospitality.com](http://aaihospitality.com)





# AAI

AMERICAN ATELIER, INC.

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AMERICAN ATELIER, INC.

Manufacturers of  
fine Hospitality Furniture.

## PRODUCT CATALOG 2 • 0 • 1 • 3

1717 Broadway & 54th Street, NY  
Marriott Courtyard / Residence Inn

[www.aaihospitality.com](http://www.aaihospitality.com) • [clientservices@aaihospitality.com](mailto:clientservices@aaihospitality.com)  
2132 Downyflake Lane Allentown, PA 18102  
Phone: 610-439-4040 • Fax: 610-439-4141



We are pleased to present our furniture collection of casegoods and seating from some of the finest hospitality projects throughout the country. Our company boasts a 95 year heritage of manufacturing fine furniture for the hospitality and institutional markets. This collection represents the creativity of many leading designers and architects.

Our craftsman take pride in developing the skills required to interpret unique and challenging design specifications. From your drawings and specifications to the finished product, AAI's goal is to manufacture quality products with a timely delivery.

A definite advantage of selecting AAI is your ability to visit our factory in Allentown, Pennsylvania and work with our staff to assure your unique requirements are met. Our plant is a fully integrated design facility, completely self-sufficient. We mill our lumber, lay up our veneers, and machine our own tooling, reducing 'lead times' to meet our customers' critical delivery schedules.

We invite you to visit our factory to review your prototypes and production pieces prior to shipment.

Please contact your local factory sales representative for a prompt response to quotations, special requirements, and inquiries regarding construction, finishes, prototypes, and scheduling.

The AAI team looks forward to working with you.

*We are pleased to present our furniture collection of casegoods and seating from some of the finest hospitality projects throughout the country.*



*Classic Modern Eames Chair*

- **American Atelier Inc.**  
**2132 Downyflake Lane**  
**Allentown, PA 18103**
- **Phone: 610.439.4040**  
**Fax: 610.439.4141**
- **web: [www.aaihospitality.com](http://www.aaihospitality.com)**  
**email: [clientservices@aaihospitality.com](mailto:clientservices@aaihospitality.com)**

*For a complete listing of emails and phone extensions for AAI and its sales representatives, please visit [aaihospitality.com](http://aaihospitality.com) and select the **Contact** Tab.*



## Our Factory







Our company is known for its quality, on-time delivery and competitive pricing. AAI is dedicated to maintaining accurate production schedules for timely deliveries, enabling installations to meet critical deadlines. With our only manufacturing facilities in the United States, we are able to provide logistics at a fraction of the cost of overseas manufacturers. Our plant is 85 miles from New York City and 55 miles from Philadelphia. **The form below illustrates the cost of logistics of overseas manufacturers vs. the cost of logistics through AAI, a domestic manufacturer.** These cost estimations are based on the projected number of trucks (freight) required to ship your furniture to the designated location.

## LOGISTICS COST COMPARISON

This Logistics Cost Comparison compares the estimated cost of domestic logistics through AAI versus the cost of logistics of overseas competitors for the project. Cost estimations are based on the projected number of trucks (freight) required to ship to the designated location. **The estimate below should be included in your total furniture bid package cost analysis.**



Date	1/16/2013
Project Name	Sample
Number of Rooms to be Furnished	270
Destination ZIP	60601 (Chicago)
Number of Trailers (53')	15
Number of Shipping Containers (40')	20

*20 shipping containers is equivalent to 15 trailers.*

### Logistics through AAI: Estimated Domestic Costs

OPERATION	OUR EST. COST
Freight shipped directly from AAI Factory (FOB Allentown, PA, 18103) to site via 15 trailers (53').	\$39,000
AAI will ship (blanket wrapped) directly to your hotel or location per floor and per room type as per your installation schedule. If the project should delay, AAI will warehouse at our factory at no cost for up to sixty days.	Total <b>\$39,000</b>

### Logistics through Competitor: Estimated Overseas Costs

OPERATION	THEIR EST. COST
Freight is shipped via 20 shipping containers (40') from port of entry (Long Beach, CA) to a temporary storage warehouse near your hotel.	\$148,200
Hired laborers unpack shipping containers (est. 4 men x 4 hours x \$15.00/hr. per container - 20 containers).	\$4,800
Furniture is stored in a temporary warehouse (est. 10,000 sq. ft. at a minimum of 90 days; \$2.50 sq ft.)	\$75,000
Overseas packaging is disposed of into dumpsters (1 dumpster per 2 shipping containers).	\$10,800
Laborers are required to assemble knock-down products.	\$3,680
Laborers are required to stage and load 15 trailers (53').	\$3,600
Freight is shipped from a temporary warehouse to the designated site (15 trailers at \$6,000 per load).	\$15,000
Total	<b>\$261,080</b>

Note: These costs are estimated logistical costs based on an estimated number of trailers needed in order to transport the furniture products ordered. The actual cost of shipping may vary from your specific location.





# AAI

AMERICAN ATELIER, INC.

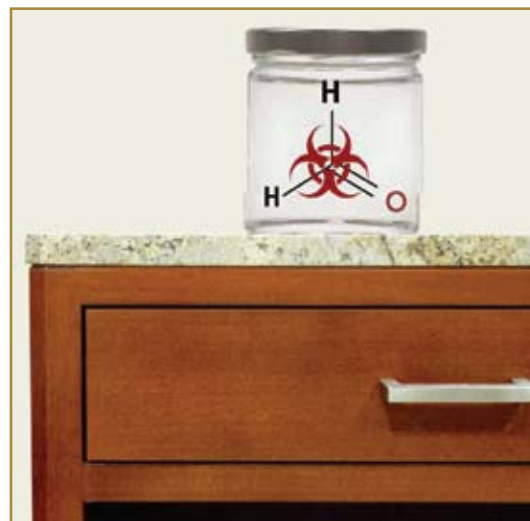
American Atelier Inc. is committed to manufacturing furniture utilizing the most environmentally friendly technology in an efficient and responsible manner, while maintaining our standards of excellence. Four generations of ownership at American Atelier Inc. have demonstrated the company's commitment to excellence by continuously improving our manufacturing techniques. AAI uses the latest state of the art technology available to the industry since our founding in 1920.

AAI sources raw materials through the **Sustainable Forestry Initiative (SFI)**, and **Forestry Stewardship Council (FSC)**. Our manufacturing process uses **formaldehyde free, low VOC's, water-based adhesives**, finishing solvents and stains. We can offer **recycled** and reclaimed materials as requested by our clients. AAI can still maintain product durability and workmanship, promoting cleaner air quality with lower chemical emissions, from our 1,300 foot EPA approved automated conveyerized finishing system.

Each piece of furniture is **hand-wrapped** using **recycled paper** and **blankets** returned to AAI after each delivery. Our delivery process supports fuel conservation by scheduling back hauls for new product deliveries.

AAI is registered with the **NEWH Green Initiative** working to promote a more efficient operation and reduce any negative environmental impact.

*AAI is registered with the **NEWH Green Initiative** working to promote a more efficient operation reducing any negative environmental impact.*



*Say Goodbye to formaldehyde. AAI uses 100% soy based adhesive board in all products. No extra cost.*

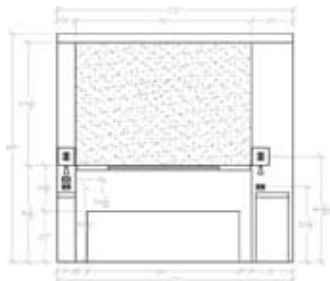


*All furniture pieces are wrapped in blankets or reusable paper and foam made from recycled materials.*

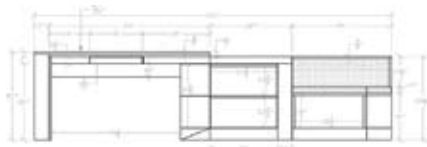


*Production waste, such as saw dust and wood shavings are vacuumed and collected in bag houses. These wastes are reprocessed for alternative energy uses.*





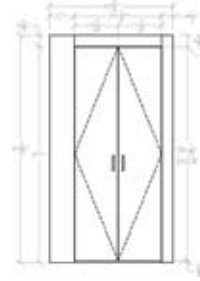
**King Headboard**  
102" w x 5 3/4" d x 99" h



**Desk**  
122" w x 20" d x 30" h



**Mini Bar - Art Panel**  
30" w x 21" d x 87" h



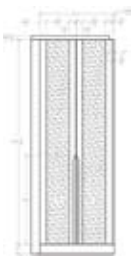
**Wardrobe**  
49 3/4" w x 25" d x 91 1/2" h



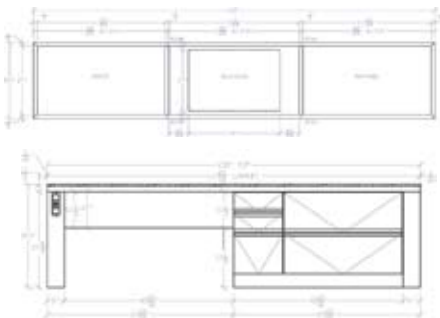




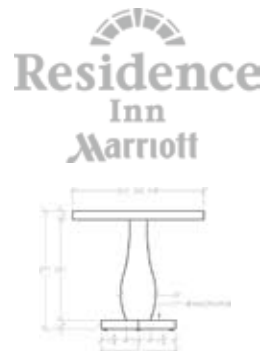
Marriott Residence Inn  
1717 Broadway & 54th, NYC, NY  
Design by Bill Rooney Studio, inc.



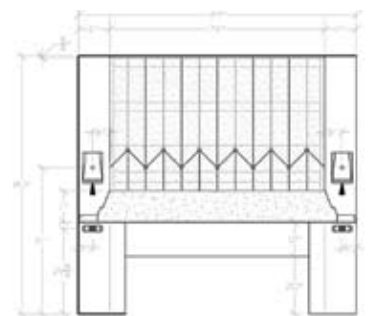
**Wardrobe**  
30"w x 23½"w x 87 ¼"h



**Desk**  
108 w" x 22"d x 30"h

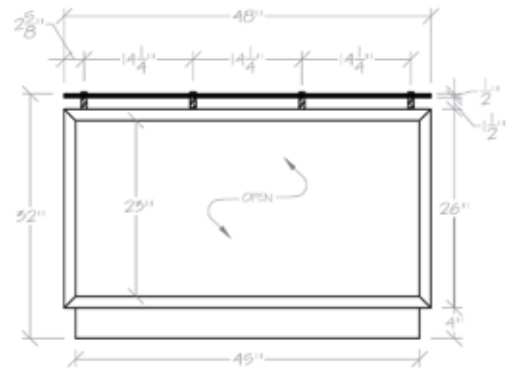


**Table**  
30" dia. x 27"h

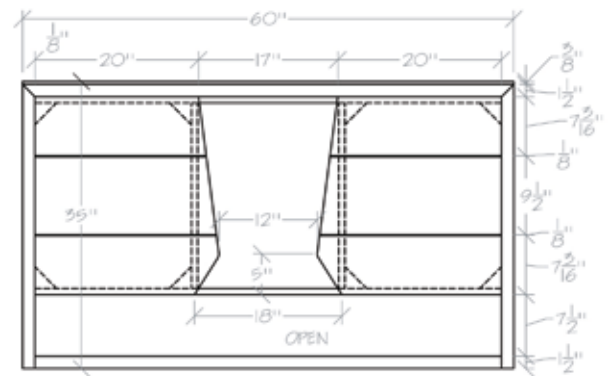


**Headboard**  
97"w x 3 ¾"d x 90"h

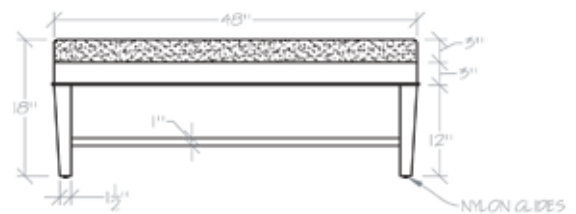
Hilton Garden Vacation Club  
Las Vegas, NV  
Design by Carl Ross, inc.



**Console**  
60" w x 18" d x 35" h



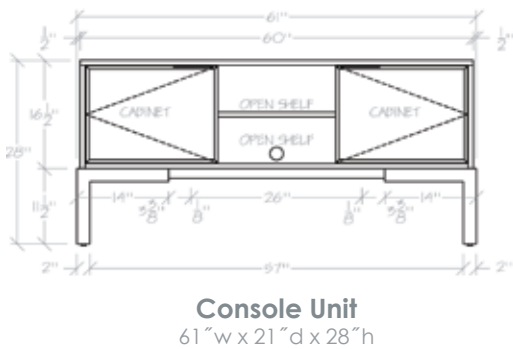
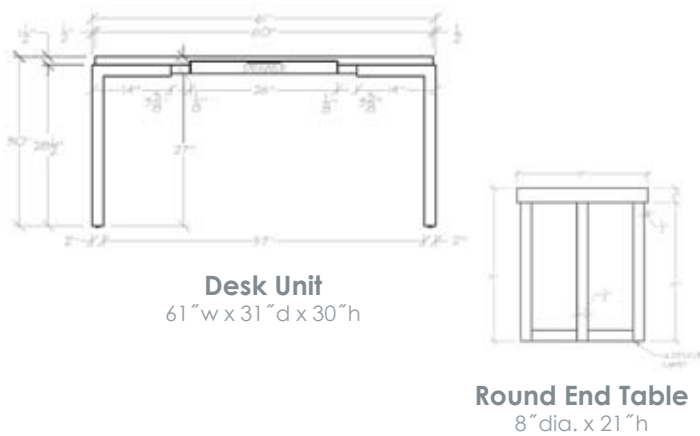
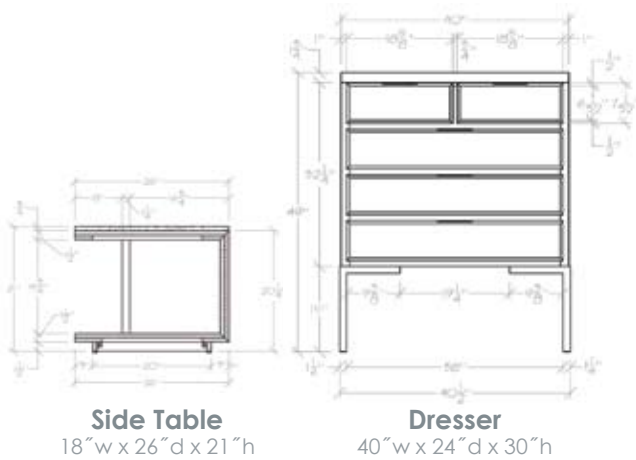
**Console**  
60" w x 18" d x 35" h



**Bench**  
48" w x 15" d x 18" h



Beekman Towers  
New York, NY  
Design by Stonehill & Taylor Architects, PC





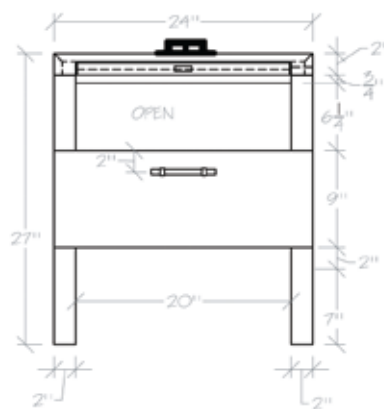


Villas of Grand Cypress  
Orlando, FL  
Design by Lori Rapoport, Interior Designer, inc.



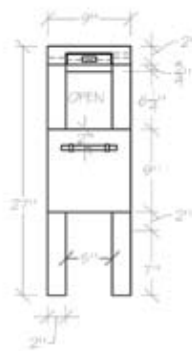
**Headboard**

59" w x 9" d x 46 1/2" h



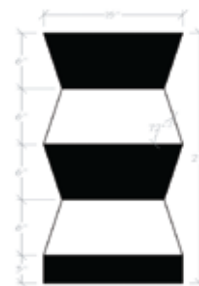
**Wide Nightstand**

24" w x 20" d x 27" h



**Nightstand**

9" w x 20" d x 27" h



**Wood Turned Side Table**

15" dia. x 27" h



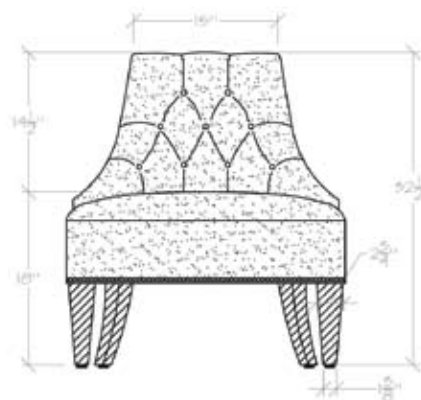


*Villas of Grand Cypress  
Orlando, FL*

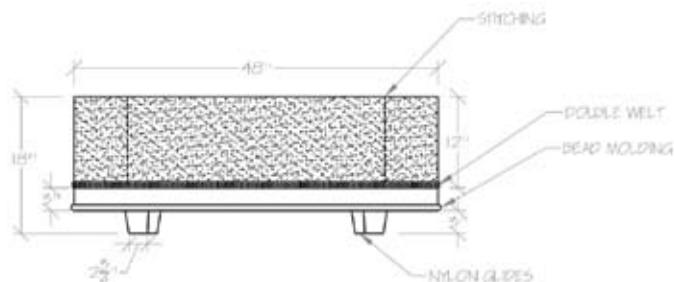




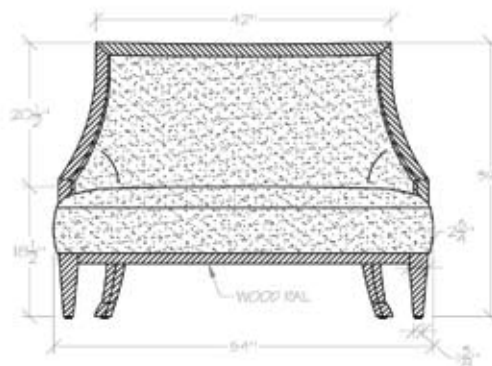
50 Park Avenue  
New York, NY  
Design by Sygrove Associates Design Group, inc.



**Salon Lounge Chair**  
29" w x 30" d x 32 1/2" h



**Oval Ottoman**  
48" w x 27 1/2" d x 18" h



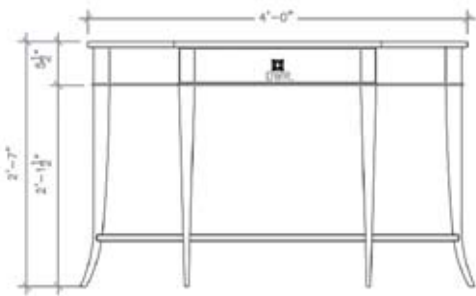
**Claudette Settee**  
42" w x 32" d x 39" h



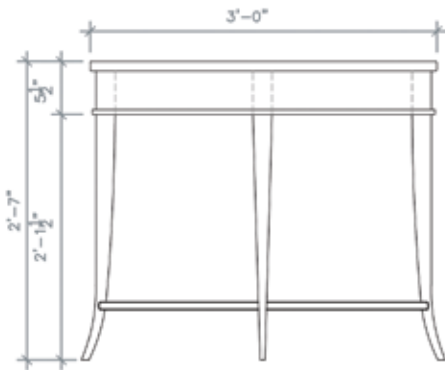




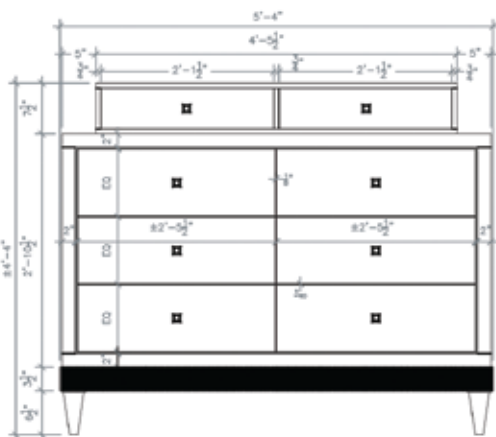
1150 Park Avenue  
New York, NY  
Design by Sygrove Associates Desing Group, inc.



**Demi Lune with One Drawer**  
48" w x 30" d x 31" h



**Classic Demi Lune**  
36" w x 18" d x 31" h



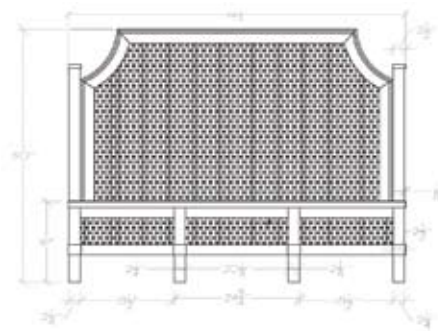
**Box on Chest**  
64" w x 18" d x 52" h





**Dresser**

62" w x 24" d x 40" h

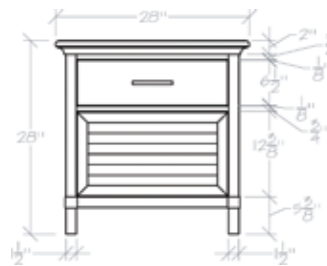


**Headboard**

6 1/2" w x 2 3/4" d x 50" h

**Footboard**

66 1/2" w x 2 3/4" d x 16" h



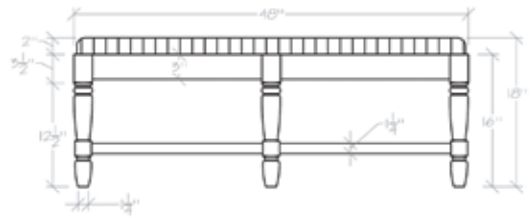
**Nightstand**

28" w x 20 1/2" d x 28" h



**End Table**

25 1/2" w x 25 1/2" d x 27" h



**Bench**  
48" w x 16" d x 18" h



**Pull Up Bench**  
19 1/2" w x 13 1/2" d x 18 5/8" h

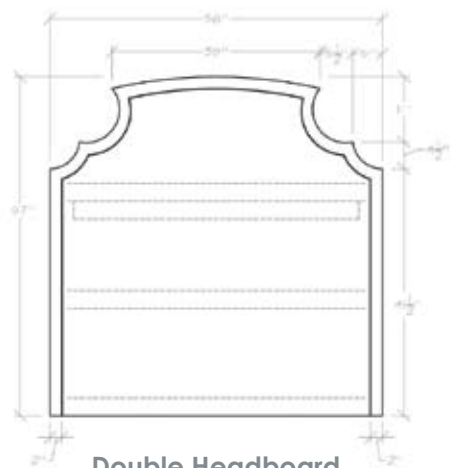


*Beach Club Hotel, Ocean City, NJ*





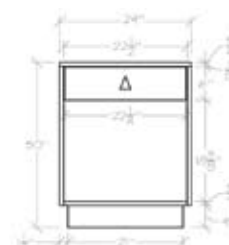
Parkview Hotel  
Syracuse, NY  
Design by Charity Swanson Buchika, ASID



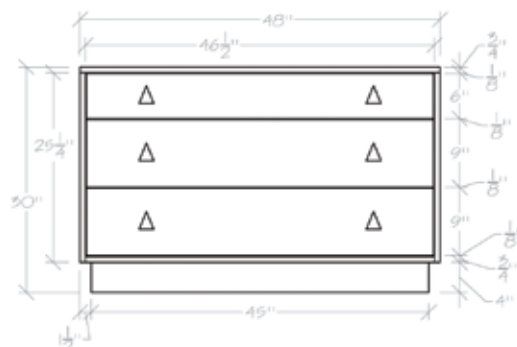
**Double Headboard**  
56" w x 1 1/2" d x 57" h



**Desk**  
48" w x 24" d x 31" h



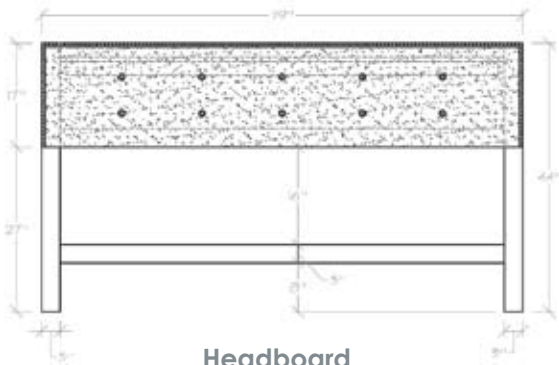
**Nightstand**  
18" w x 20" d x 30" h



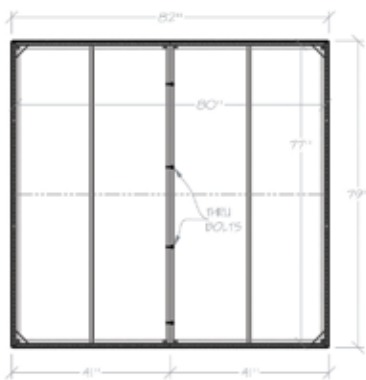
**Dresser**  
48" w x 20" d x 30" h



The Rodger  
New York, NY  
Willie Landau Interiors, inc.



**Headboard**  
57" w x 2" d x 44" h

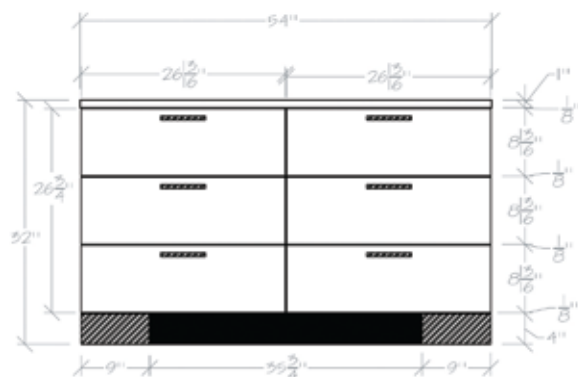


**Bed Box**  
79" w x 83" d x 16" h

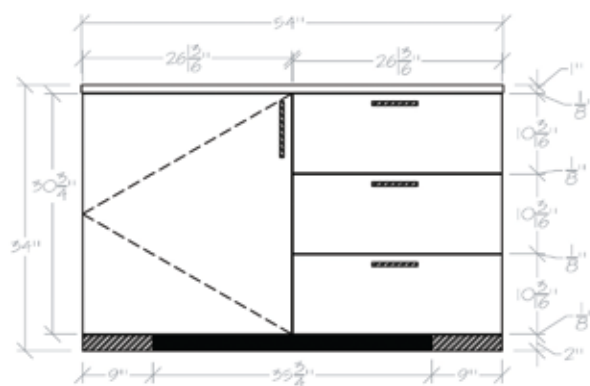




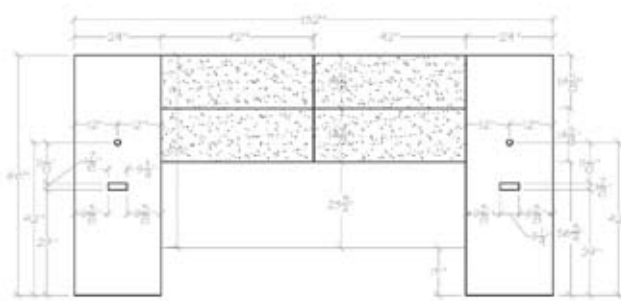
## Doubletree Design by HVS Design



**TV Stand Unit**  
54" w x 24" d x 32" h

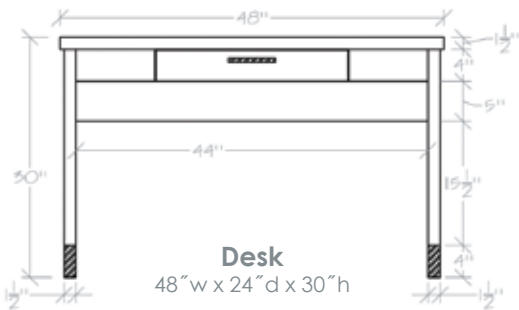


**Minibar Chest Unit**  
54" w x 24" d x 36" h

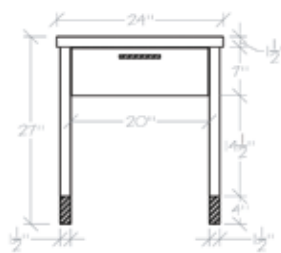


**King Headboard**  
132" w x 2 1/2" d x 66" h

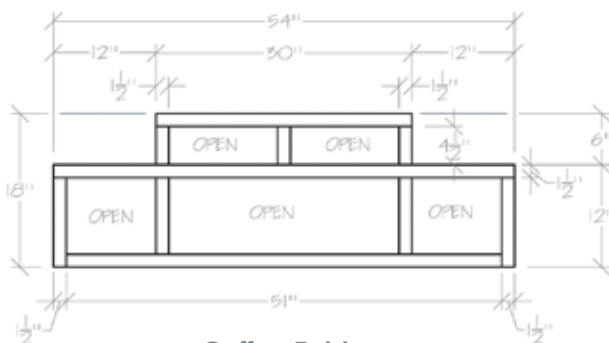




**Desk**  
48" w x 24" d x 30" h



**Nightstand**  
24" w x 20" d x 27" h

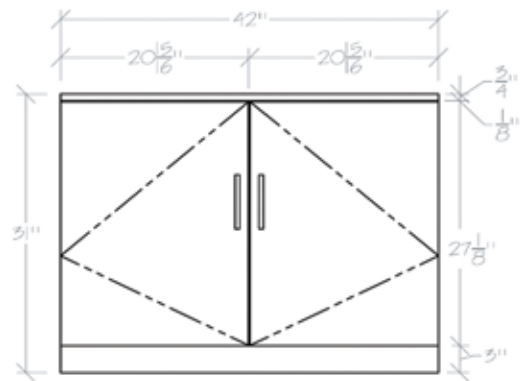


**Coffee Table**  
54" w x 18" d x 18" h



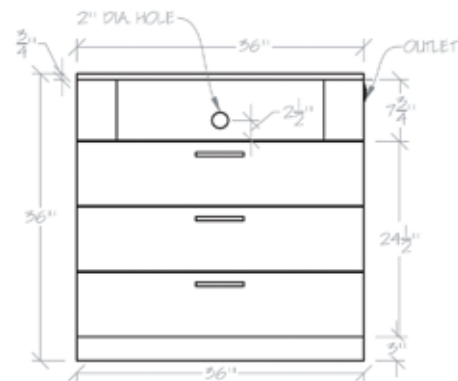


Bronx Opera House Hotel  
Bronx, NY  
Design by Empire Hospitality Group



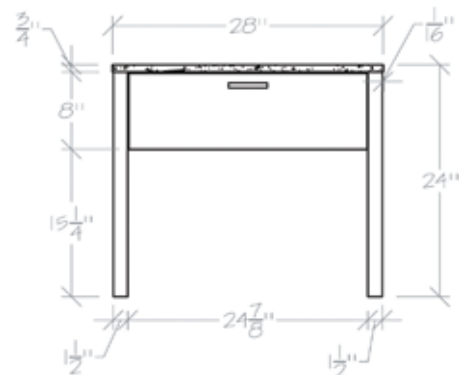
**Mini Bar**

42" w x 24" d x 36" h



**Dresser**

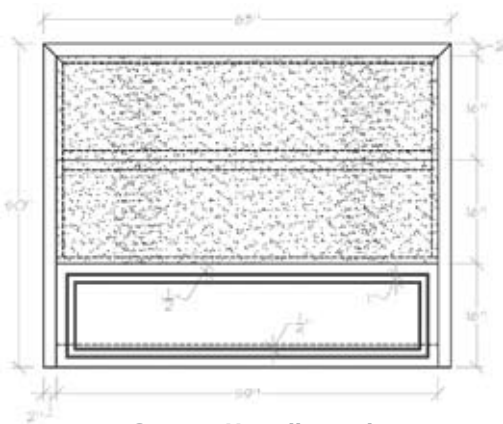
60" w x 18" d x 35" h



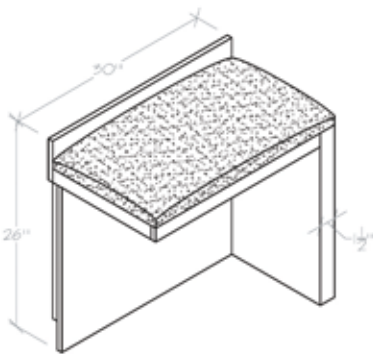
**Queen Nightstand**

48" w x 15" d x 18" h





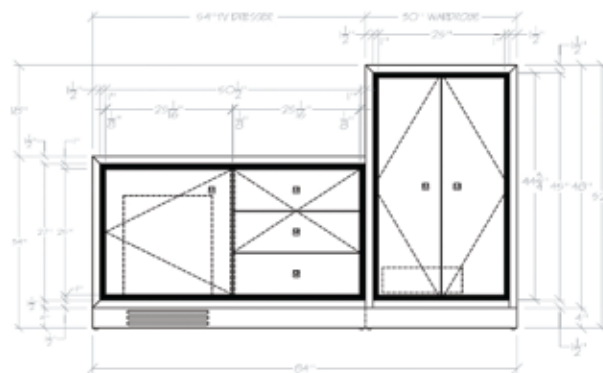
**Queen Headboard**  
63"w x 3"d x 50"h



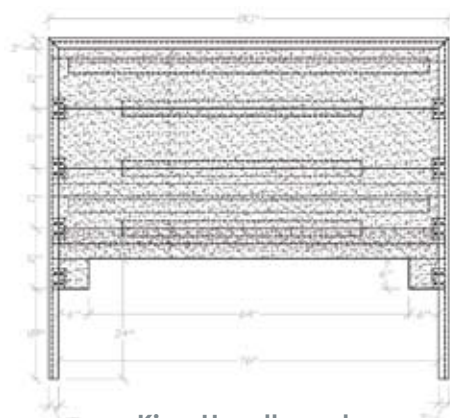
**Luggage Bench**  
30"w x 18"d x 26"h



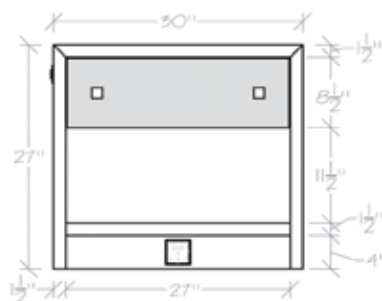




**TV Dresser** 54\"w x 24\"d x 34\"h  
**Wardrobe** 30\"w x 24\"d x 52\"h



**King Headboard**  
80\"w x 2\"d x 80\"h



**Nightstand**  
30\"w x 21\"d x 27\"h



*Hyatt Wynfrey, Birmingham, AL*



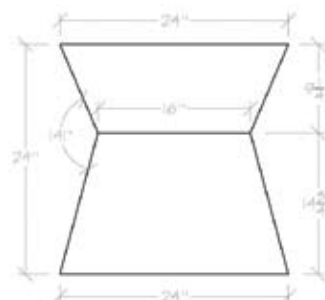
*Hyatt Wynfrey, Birmingham, AL*



*Hyatt Wynfrey, Birmingham, AL*



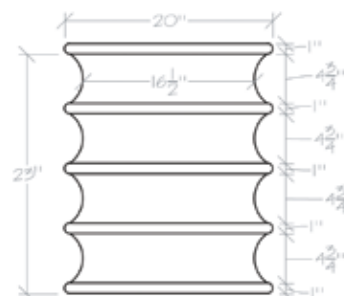
Hyatt Wynfrey  
Birmingham, AL  
Design by Moncur Design Associates, inc.



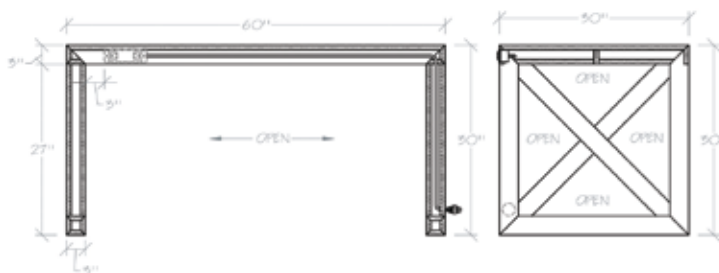
**End Table Metal Finish**  
24" w x 18" d x 24" h



**End Table**  
16" dia. x 24" h



**Burnished Gold End Table**  
20" dia. x 24" h



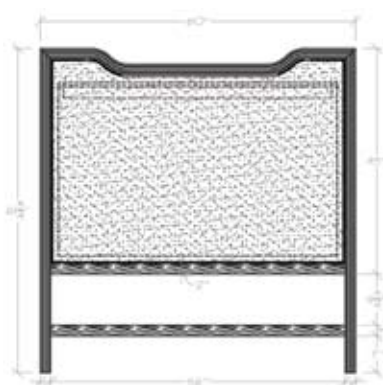
**Desk**  
60" w x 30" d x 30" h



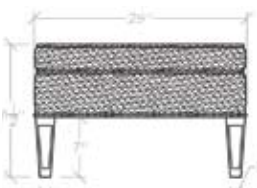




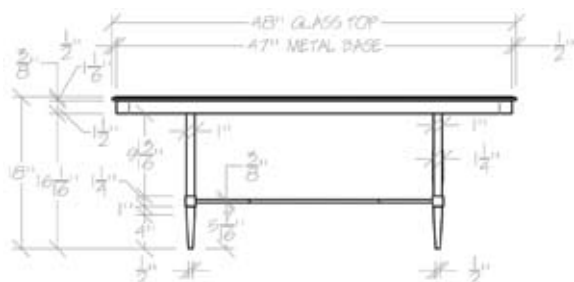
Rittenhouse  
Philadelphia, PA  
Design by Berzinsky Architects



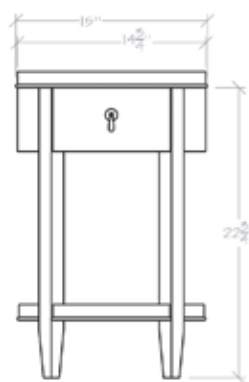
**Headboard**  
59" w x 2 1/4" d x 6 3/4" h



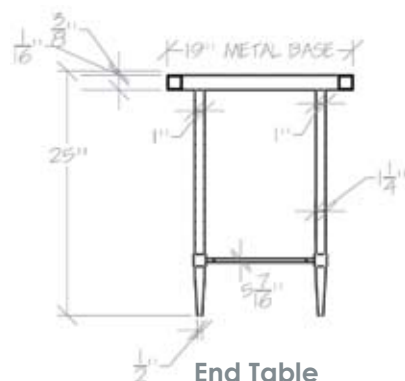
**Ottoman**  
25" w x 21" d x 16" h



**Coffee Table**  
48" w x 28" d x 18" h

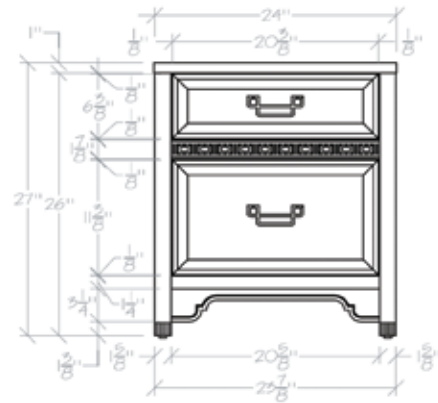


**Round Nightstand**  
15" dia. x 24" h

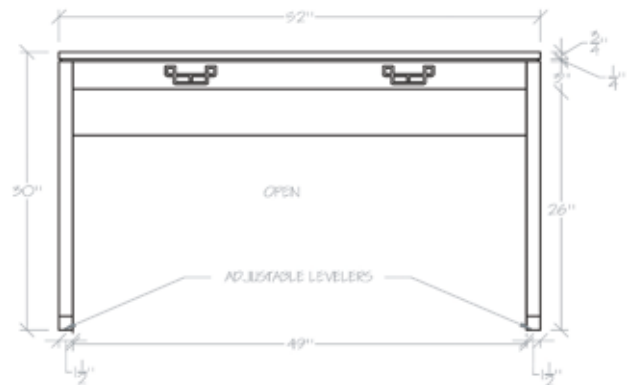


**End Table**  
20" dia. x 25" h

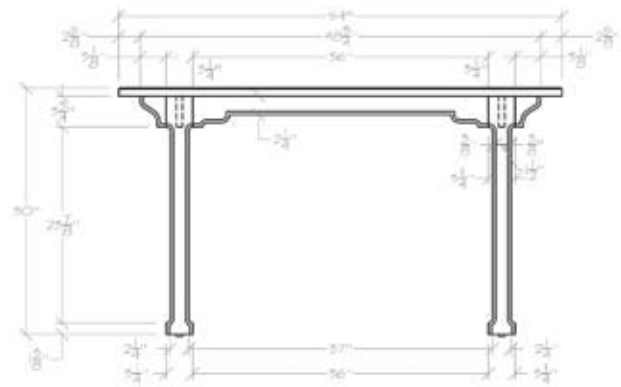


**Nightstand**

24" w x 20" d x 27" h

**Dressing Table**

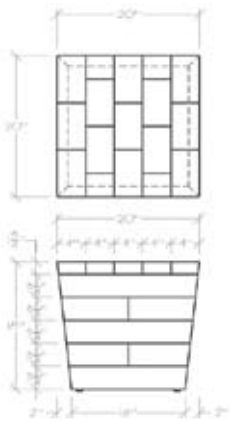
52" w x 22" d x 30" h

**Desk**

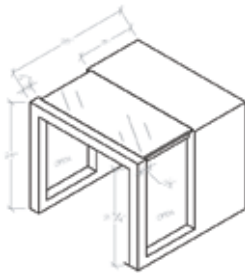
54" w x 24" d x 30" h



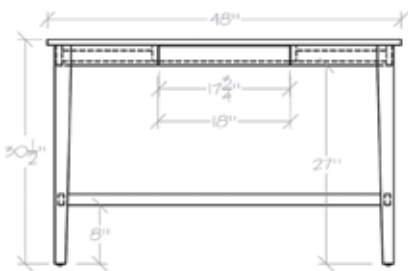
Tremont Plaza Hotel  
Baltimore, MD  
Design by Studio Partnership



**Side Table**  
20" w x 20" d x 18" h



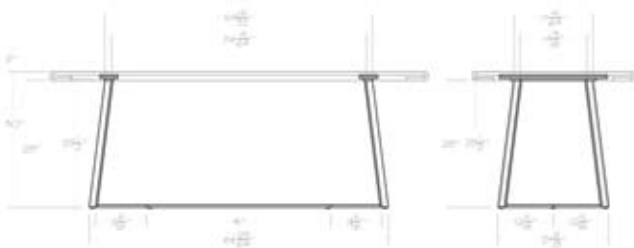
**Nightstand**  
28" w x 28" d x 24 3/4" h



**Desk**  
48" w x 28" d x 30 1/2" h



**Side Table**  
11" w x 20" d x 26" h

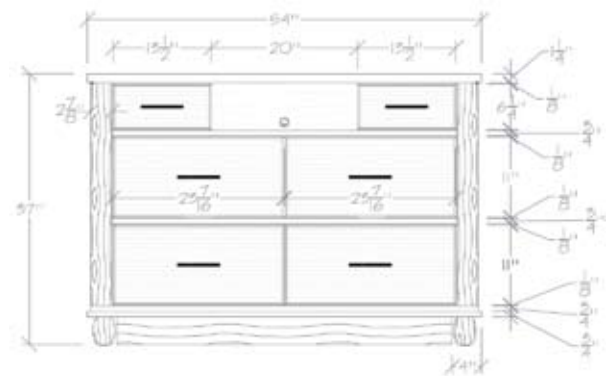
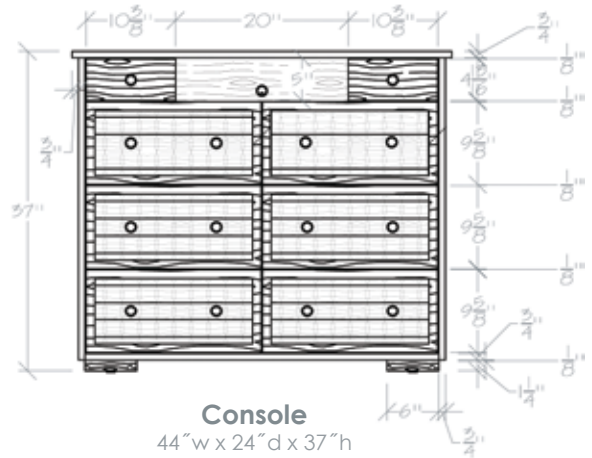


**Conference Table**  
84" w x 36" d x 2" thick (Table Top)





Marriott Frenchman's Cove  
St. Thomas, Virgin Islands  
Design by Marriott Vacations Worldwide



Star Island  
Orlando, FL  
Design by Deacon Design, inc.

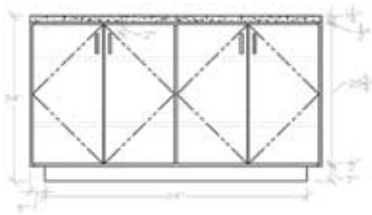




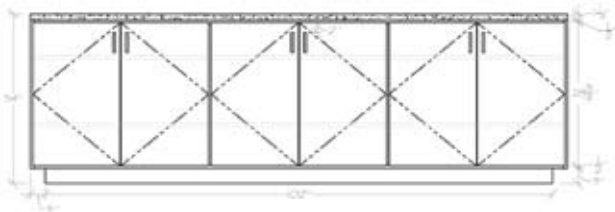
Covenant Shores  
Mercer Island, WA  
Design by Rice Fergus Miller



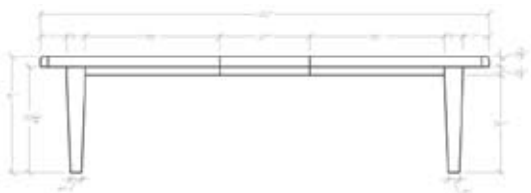
**Host Station**  
30" w x 26" d x 47" h



**Sectional Buffet Unit**  
60" w x 18" d x 34" h

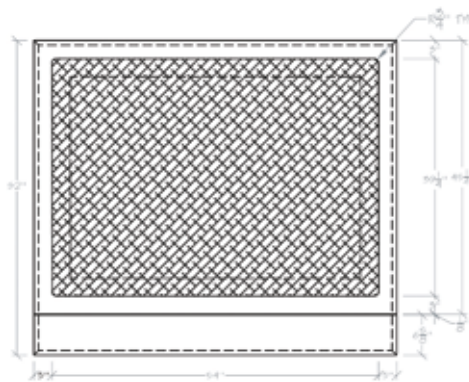


**Large Buffet**  
104" w x 24" d x 34" h

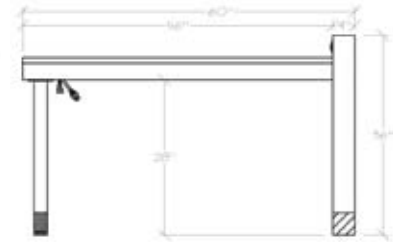


**Dining Table with Leaf Insert**  
120" w x 44" d x 31" h

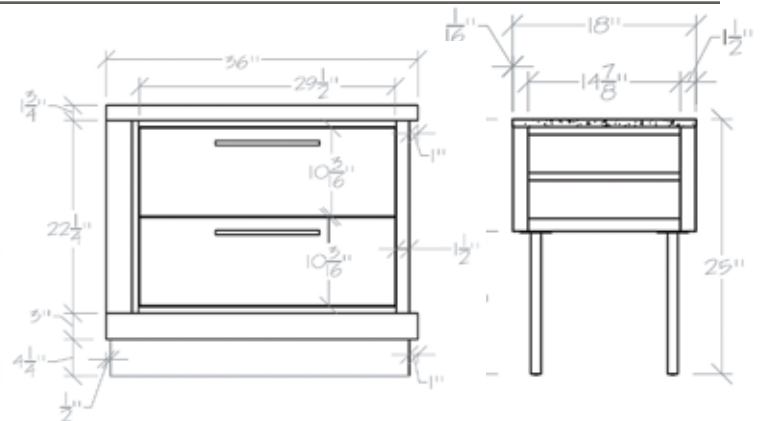




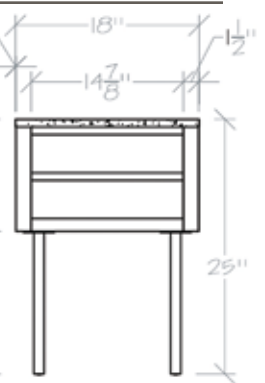
**Queen Headboard**  
78" w x 2 3/4" d x 52" h



**Desk**  
60" w x 24" d x 36" h



**TV Stand**  
36" w x 18" d x 31 1/4" h

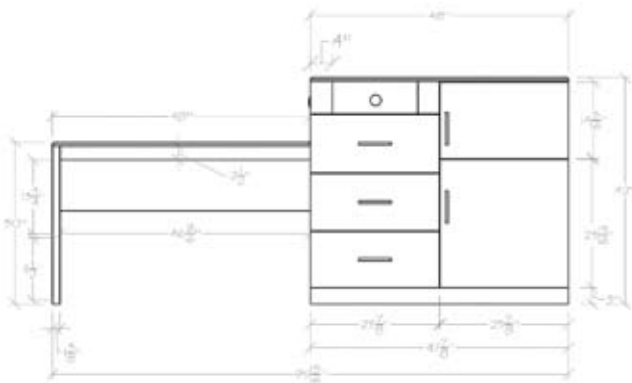


**Nightstand**  
24" w x 22" d x 25" h





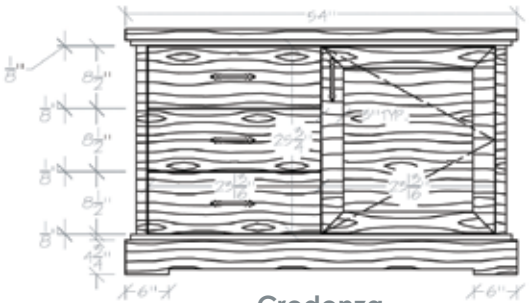
Ramada Best Western  
New York, NY



**Dresser - Desk - Frig**  
95" w x 23" d x 30" h



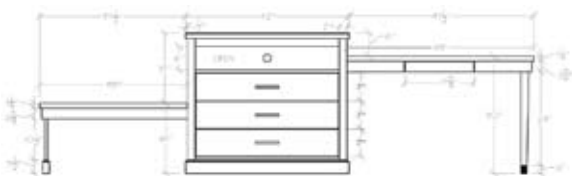
Harrah's Harbour and Bay Towers  
Atlantic City, NJ



**Credenza**  
54" w x 24" d x 34" h



Mohegan Sun, Pocono Downs  
Wilkes-Barre, PA



**Desk - TV Chest - Luggage Bench**  
Desk: 48" w x 24" d x 36" h  
TV Chest: 42" w x 24" d x 36" h  
Luggage Bench: 38" w x 24" d x 18" h

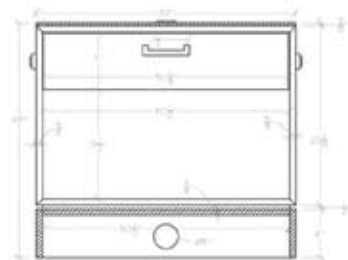








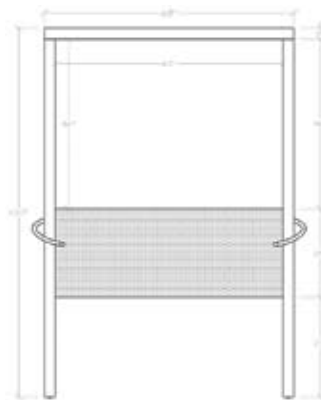
## HYATT<sup>®</sup> FRENCH QUARTER NEW ORLEANS



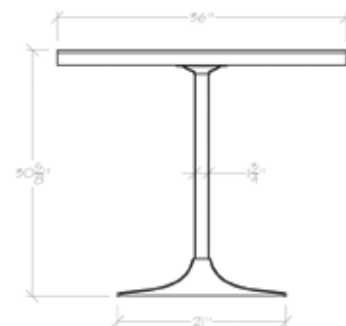
**Nightstand**  
32" w x 22" d x 29" h



**Dresser**  
48" w x 23" d x 36" h

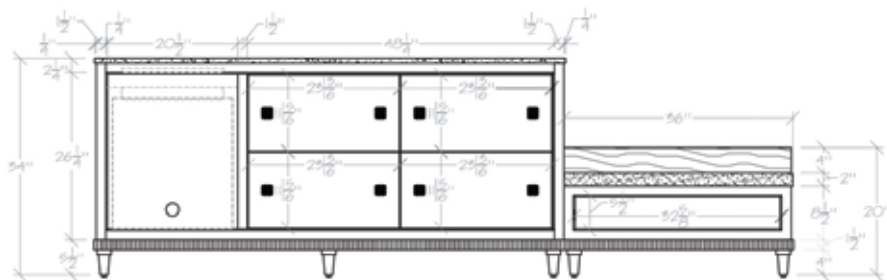


**Headboard**  
68" w x 3 1/2" d x 100" h

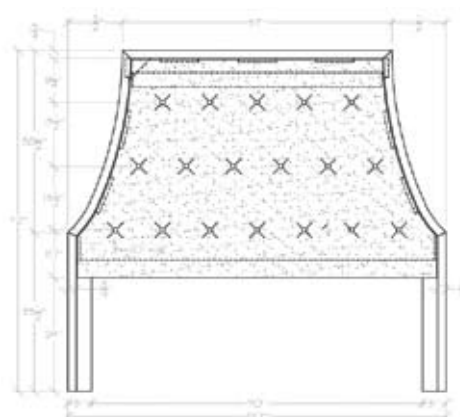


**Dining Desk**  
36" dia. x 30 3/4" h

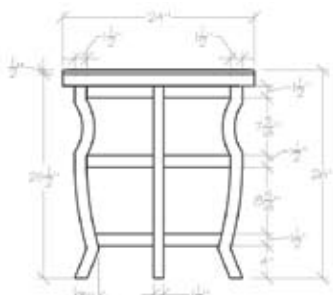




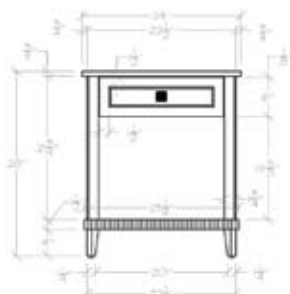
**Luggage Bench - Dresser - Microfridge**  
109 1/4" w x 25" d x 34" h



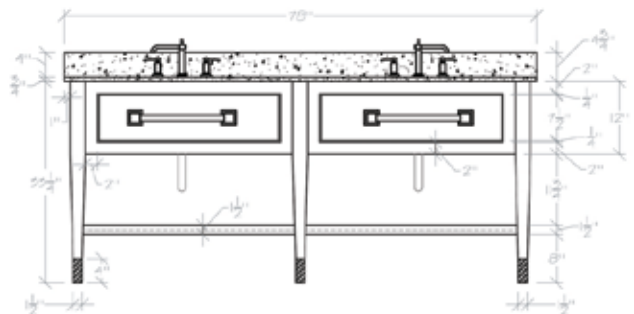
**King Headboard**  
80" w x 2 3/4" d x 72" h



**Round End Table**  
24" dia. x 26" h

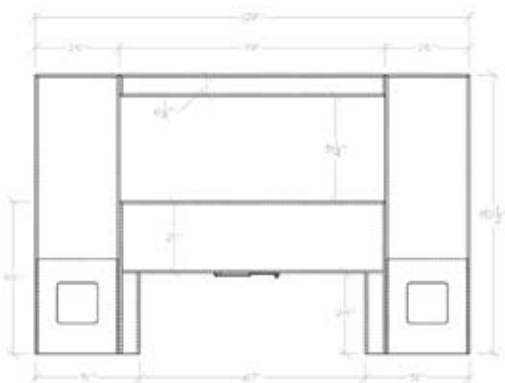


**Nightstand**  
24" w x 18" d x 28" h

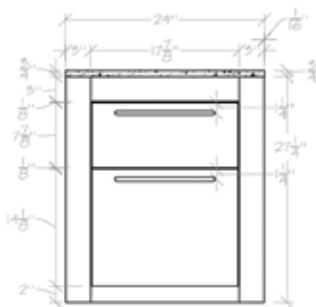


**Vanity**  
78" w x 25" d x 33 1/4" h

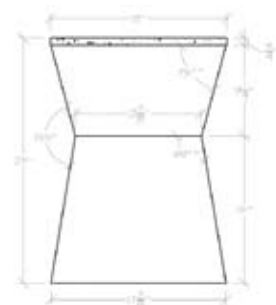




**King Headboard**  
79" w x 5" d x 93" h



**Nightstand**  
24" w x 21" d x 28" h

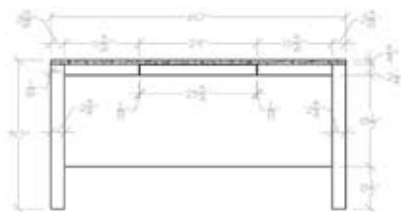


**End Table**  
24" dia. x 24" h

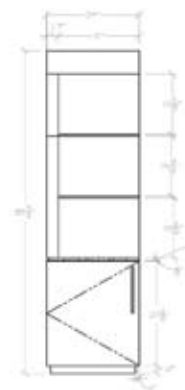




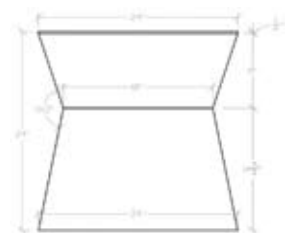
**TV Chest**  
60" w x 24" d x 34" h



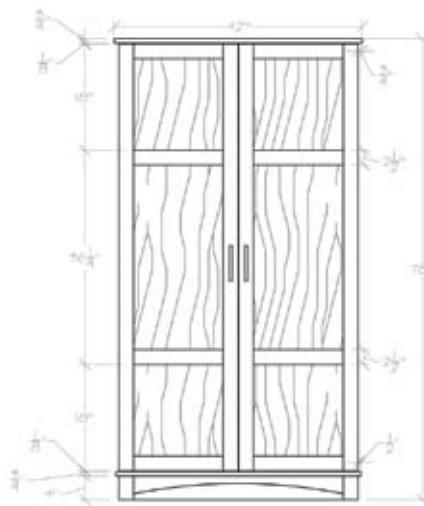
**Desk**  
60" w x 24" d x 30" h



**Hospitality Center**  
24" w x 24" d x 83 3/4" h

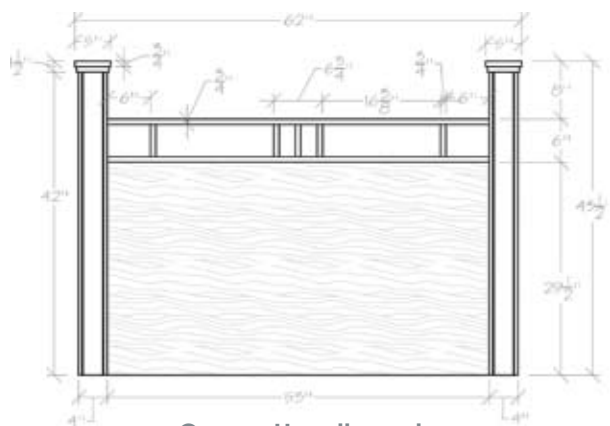


**End Table**  
24" w x 24" d x 24" h



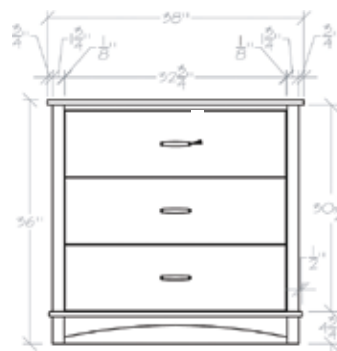
**Wardrobe**

42" w x 25" d x 78" h



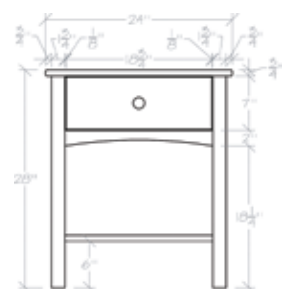
**Queen Headboard**

62" w x 2 1/4" d x 42" h



**3 Drawer Chest**

38" w x 24" d x 36" h

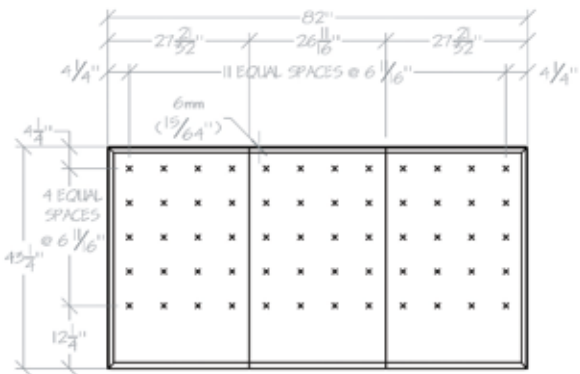


**Nighstand**

24" w x 19" d x 28" h



60 Thompson  
New York, NY  
Design by Roman and Williams Design



**Headboard**  
82" w x 4 1/4" d x 43 1/4" h



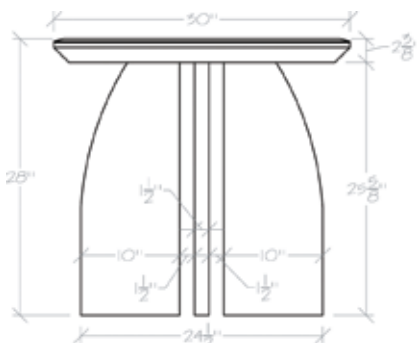
Wyndham Sedona  
Sedona, AZ  
Design by WCI inc.



**Dining Table**  
36" dia. x 31" h



Hyatt Carmel Highlands  
Carmel, CA  
Design by Carl Ross, inc.



**Coffee Table**  
30" dia. x 28" h







Hyatt Regency Dallas, TX



Hilton Miami, FL Airport

### CLASSIC MODERN LOUNGE CHAIR

Inspired by Charles and Ray Eames, Paul Goldman developed the Modern Lounge Chair, an established classic that epitomizes the best in modern design.

Paul Goldman, a pioneer designer and manufacturer of molded plywood, created this chair in the 1950's. He incorporated many classic design elements and added a swivel and tilt mechanism for enhanced comfort. **MODERN CLASSICS** uses Goldman's original forms that produced valuable "Plycraft" antiques to ensure accurate interpretation of this design.

Relax into the swivel and tilt lounge chair, and swivel the ottoman to suit your own position. The top grain leather, cast aluminum hardware, and special ergonomic cushion provide the ultimate comfort and quality in seating. Select from Rosewood stain on Walnut veneer with a selection of fine leathers.







Hyatt Santa Clara, CA





## Standard Wood Samples

*These are just a few of the wide varieties available.*



Figured Anigre



Beech



Mahogany



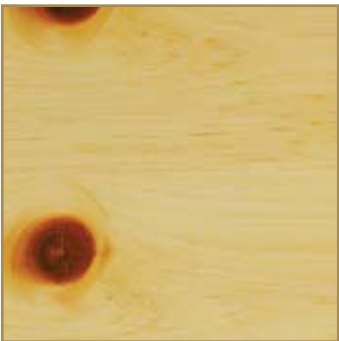
Ash



Quartered Oak



Walnut



Knotty Pine



Ribbon Striped Sapele  
Mahogany



Plain Sliced Cherry



White Oak



Rift Red Oak



Maple





## Exotic Wood Samples

*These are just a few of the wide varieties available.*



Bamboo



Lyptus



Macassar Ebony



Wenge



Zebra



F/C Figured Sycamore



Carbonized Bamboo



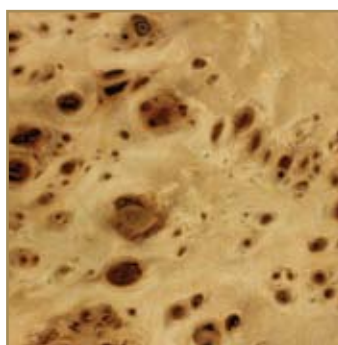
Lacewood



Ultra Birdseye



Pommele Sapele



Mapa Burl



Walnut Burl



Finishes may slightly vary subject to the natural characteristics and grain structure of solid wood or veneers. Sample finishes will be supplied promptly upon request.

Model room delivery is normally 3-5 weeks from receipt of order approval. Production orders require 8-11 weeks after order approvals. Please confirm all deliveries with our customer service department via email.

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Prices are based on blanket wrap deliveries. Cost of cartoning can be added if required.

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2132 Downyflake Lane  
Allentown, PA 18103

For all project inquiries contact

**David Goodman**

610-439-4040







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